

FRANCHISE - REVENUE & PIPELINE BY MO & DIR

2003-01-15 (Wed)

EINBOSSEN 2005

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BANKER	DEAL	FUTURE PIPELINE	
		FRANCHISE VALUE	FRANCHISE PIPELINE
Machness, Bruce	Bentlemann - Project Rock / Rock.. (D014619)	N/A	-
	Digital - sell-side advisory (D025150)	100%	100
	Digital - sell-side advisory (D025150)	25%	3,000
	Finnwest - (Focus) / Focus (ex-SlimFast) (D016089)	75%	250
	Gazprom - sale of Gazprom Media to Stratup Group (Astra) / Astra " (D013840)	N/A	-
	Hiltvest - HY and debt refinancing (D0022608)	250	500
	ProSieben - merger advisory with Kirch Media (P1 Concordia) / Concord (D014982)	N/A	-
	ProSieben - strategic divesture advisory - Project Phoenix / Phoenix (D023912)	N/A	-
	StoryFirst - valuation of Russian assets (D025980)	N/A	-
	Texas Pacific Group - IPO (Hunter) / Hunter " (D022732)	N/A	-
Morris, J L Malcolm	AOL - convertible offering (Q3 Q2) (D024044)	2,010	-
	Hughes/PanAmSat - Project Pelican/Earth financing 1Q02 / Pelican 1 (D015059)	N/A	-
	Hughes/PanAmSat - Project Pelican/Earth financing (Q2) / Pelican 1 (D015059)	N/A	-
	SpectraSite Holdings - general advisory (2001) (D010190)	N/A	-
	LIN Television - IFCO (D022127)	N/A	-
	Tim Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	N/A	-
	TV Globo - Project Waves / Waves ... (D013628)	N/A	-
Paul, Gregory R.	AMC Entertainment - eqq financing for General Cinema (D013398)	0%	-
	Acme Communications - general advisory (D006566)	N/A	-
	Acme Communications - general advisory (D006566)	N/A	-
	Kerasotes Theaters - HY bond offering (1Q 01) (D002033)	N/A	-
	LIN Television - Bank Financing (Q2 Q2) (D021255)	N/A	-
	Loews Cinplex Entertainment - exit financing (1Q 02) (D016676)	N/A	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	N/A	-
	Young Broadcasting - general advisory (Kron Station) (D023904)	N/A	-
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (Q2 Q2) (D021255)	N/A	-
	Loews Cinplex Entertainment - exit financing (1Q 02) (D014981)	N/A	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	N/A	-
Trun-Hohenstein, Christian	Bertelsmann - Project Rock / Rock.. (D014619)	N/A	-
	Deutsche Telekom - Sale options for 16% stake in SEE (D023640)	N/A	-
	Finnwest - (Focus) / Focus (ex-SlimFast) (D016089)	0%	-
	Taylor & Francis - acquisition of Blackwell \$10 publishing subs (D012872)	N/A	-
	Vivendi Universal Entertainment - Refinancing (D026585)	75%	-
	Vivendi Universal Entertainment - Refinancing (D025558)	250	-
	Vivendi Universal - mandatory convertible bond (D026623)	N/A	-
	Vivendi Universal - Bridge Loans	N/A	-
	Vivendi Universal - Bridge Loans	N/A	-
Tritto, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	N/A	-
	BusinessWire - general advisory (D006885)	25%	-
	Comcast - act as eqc for AT&T Broadband (participant bank) (D0220813)	50%	-
	Digital River - block trade (4Q 01) (D018304)	N/A	-
	Finwest - (Focus) / Focus (ex-SlimFast) (D016089)	85	-
	Liberty Media - Acq opportunities in Europe (D016282)	244	-
	TMP Worldwide - Project University (University 1) (D013407)	N/A	-
	Vivendi Universal - disposal of US states (D025431)	3,408	-
	Vivendi Universal - disposal of US states (D025431)	25%	-
	Wall Disney - \$450mn - IG Bond (D024638)	0%	-
Yung, Sun J.	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	N/A	-
	Comcast - acq eqc for AT&T Broadband (participant bank) (D0220813)	50%	-
	Ikon Office Solutions - convertible offering (Q2 02) (D020857)	N/A	-
	Prinny Bowes - IG offerings (Q2 Q2) (D026114)	Bonds-Corp. Investment Grade	-
	SOC Incible - equity private placement (Q2 Q2) (D021165)	Private Placement-Equity	-

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DB 000604

FRANCHISE - REVENUE & PIPELINE BY MD & DIR	
2003.01-15 (Wed)	EUROS IN CDO'S
Global Media	

DEAL	BANKER	PRODUCT	PROB	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Scientific Atlanta -acquisition of Barcomnet-Project Baseball / Baseball (D013401)		Acquisition Advisory	N/A	-	1,524	-		

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DB 000605

**FRANCHISE REVENUE & PIPELINE SUMMARY**  
**AS OF 15 JAN 2003**  
**EUROS IN 000'S**  
**NAMEDIA (1)**

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	B(M) Prior Franchise Revenue	% Change Year over Year	Jan Franchise Revenue	Bal Of Current Year Pipeline	Bal Of Cur Year Probability Weighted Pipeline	% Change 2003 Full Year Forecast over 2002 Full Year Actual		2002 Full Year Plan	B(M) 2002 Full Year Plan
									2003 Full Year Forecast	2002 Full Year Actual		
Total	1,035	23,370	14,222	9,159	+61%	591	31,705	2,157	2,148	2,370	(20,622)	+8%
Other Advisory	1,066	23,370	14,382	9,188	+63%	591	31,705	2,167	-	-	(20,622)	+8%
ABL Origination	-	-	-	-	-	N/A	-	-	-	-	N/A	-
HYCM	3,031	18,730	17,618	1,113	+6%	7,985	12,625	3,156	10,722	18,730	(8,008)	-43%
Leverage Loan Fees	-	13,832	885	12,847	+1484%	N/A	68,918	33,472	-	-	19,540	142%
Project Finance	-	-	-	-	-	N/A	-	-	-	-	N/A	-
Leveraged Portfolio Revenue	-	-	-	-	-	N/A	-	-	-	-	N/A	-
Real Estate Investment Banking	-	-	-	-	-	N/A	-	-	-	-	N/A	-
Total Debt Products	3,031	32,582	18,502	14,080	+76%	7,985	7,985	7,985	44,194	32,452	11,532	+6%
Equity Underwriting	126	30,454	19,845	10,606	+53%	-	22,994	2,410	2,410	30,454	(28,045)	-92%
Private Placement+Equity	-	908	85	823	+868%	N/A	-	-	-	908	(908)	-100%
Structured Equity Transactions Group	-	-	-	-	-	N/A	-	-	-	-	N/A	-
Total Equity	126	31,362	19,930	11,442	+57%	-	22,994	2,410	2,410	31,362	(28,952)	-92%
Capital Benefit / Treasury Allocation	-	-	-	-	-	N/A	-	-	-	-	N/A	-
Other Global Markets	-	-	-	-	-	N/A	-	-	-	-	N/A	-
GM DCM JV	-	-	-	-	-	N/A	-	-	-	-	N/A	-
Legacy PF / Telecom / LA Portfolio / NIM	-	2,856	-	7,194	(4,336)	-	-	-	-	-	2,856	-100%
Principal Investing / PG Exclusions / Other	-	-	2,856	2,853	-80%	-	-	-	-	-	(2,856)	-100%
Total Legacy Portfolios / Cross Selling / Other	(73)	(1,199)	(1,085)	(1,193)	-10%	-	-	-	-	-	(1,193)	-100%
Total Corporate Finance Product	4,146	89,952	81,608	27,346	+44%	8,157	134,241	41,195	49,352	88,952	(39,610)	-46%
											75,290	15,662

Notes:

- 1) Data are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline details
- 2) 2003 Plan not yet available

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DB 000606

FRANCHISE - REVENUE BY DEAL  
AS OF: 15-JAN-2003  
EUROS IN 000's  
NA MEDIA

PRODUCT	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
DEAL				
Acme Communications - general advisory (D008356)	-	-	591	None
Alt&T Broadband - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
Aurora Communications - General advisory (Project Twist & Shout) / Twist & Sh (D0110328)	-	3,670	-	EUR TELE, NA TELE
Echostar - acqn advisory and financing (SM - HE) (D012558)	-	1,032	-	None
Echostar - General Advisory (Vivendi) (D014601)	-	(145)	-	NA Lev Fin
Emmis Communications - general advisory (Project Football) / Football (D026447)	96	6,686	-	None
Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	96	-	None
Liberty Media - Acn opportunities in Europe (D016262)	-	203	-	None
Pinnacle Holdings - general advisory (2001) (D010190)	960	244	-	EUR SPON, EUR TELE
Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	960	-	NA Lev Fin
Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	1,524	-	EUR TECH
SuperRadio - general advisory (D000577)	-	533	-	NA FIN SPO
TIM Brazil - Project Eleti/Phase 1 (strategic alliance) / Eleti - 1. (D014121)	-	297	-	None
TMP Worldwide - Project University / University 1 (D013407)	-	1,578	-	EUR TELE, ITALY, LA
Tribune Co - general advisory (radio assets) (D002234)	-	3,408	-	None
TV Globo - Project Waves / Waves ... (D013628)	-	1,086	-	None
<b>Total M&amp;A</b>	<b>1,056</b>	<b>23,370</b>	<b>591</b>	
<b>Total Advisory</b>	<b>1,056</b>	<b>23,370</b>	<b>591</b>	
Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
Allbritton Communications - HY (4Q 02) (D020408)	2,573	2,573	-	NA Lev Fin
AMC Entertainment - acq financing for General Cinema (D013398)	-	4,62	-	NA FIN SPO, NA Lev Fin
Carlyle/Westh- acq frng for Qwest Dex East (Phase 1) / Phase I (D023503)	-	4,766	-	NA FIN SPO, NA Lev Fin
Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
Entercom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
Gray Television - HY offering (4Q 02) (D025884)	45	4,31	-	NA Lev Fin
Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
RH Donnelley - accq financing for Sprint Yellow Pages (D026434)	-	106	-	NA Lev Fin
Salem Communications - HY offering (4Q 02) (D027241)	106	106	-	None
Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	307	551	-	None
Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
Sinclair Broadcasting - HY offering (4Q 01) (D016235)	-	1,206	-	None
Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
<b>Total HYCM</b>	<b>3,031</b>	<b>18,730</b>	<b>7,566</b>	
Carlyle/Westh- acq frng for Qwest Dex East (Phase 1) / Phase I (D023503)	-	2,860	-	NA FIN SPO, NA Lev Fin
Gray Television - bank equity financing (4Q 02) (D022657)	-	1,297	-	NA Lev Fin
HughesPanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,360	-	NA FIN SPO, NA Lev Fin
Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	-	659	-	None
Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
Vivendi Universal Entertainment - Refinancing (D025566)	-	1,125	-	EUR SPON, EUR MEDIA
<b>Total Leverage Loan Fees</b>	<b>13,332</b>	<b>-</b>	<b>-</b>	

FRANCHISE - REVENUE BY DEAL  
AS OF: 15-JAN-2003  
EUROS IN 000'S  
NA MEDIA

PRODUCT	DEAL	Franchise Revenue YTD(Dec)	Franchise Revenue Jan		Other Coverage Groups
			Franchise Revenue YTD(Dec)	Franchise Revenue Jan	
Total Debt Products		3,031	32,652	7,586	
Cumulus Media - secondary offering (2Q 02) (D022916)		-	5,134	-	None
Digital River - block trade (4Q 01) (D016304)		-	85	-	None
Emmis Communications - Block Trade (2Q 02) (D021959)		-	2,206	-	None
Entercam Communications - secondary offering (1Q 02) (D020128)		-	4,553	-	None
Gray Television - bank/equity financing (4Q 02) (D022657)		-	5,287	-	NA Lev Fin
Ikon Office Solutions - convertible offering (2Q 02) (D020637)		-	5,025	-	None
Internal Capital Group - IPO (D980806)		-	296	-	EUR TECH, NA CON
Leap Frog Enterprises - IPO financing (D016309)		-	688	-	NA CON, NA FIN SPO
LIN Television - IPO (D020127)		-	10,033	-	NA FIN SPO
MediaNation - HK\$344.6m IPO on GEM • Proj Bus / Bus (Asia ECM) (D000494)		126	(4,595)	-	CHINA, NA FIN SPO, ASIA SPON
MediaNation - Sponsoring Agreement (D027084)		-	85	-	ASIA SPON, CHINA, NA FIN SPO
Radio One - Secondary Offering (2Q 02) (D021881)		-	917	-	None
XM Satellite Radio - secondary offering (2Q 02) (D022418)		126	761	-	NA FIN SPO
Total Equity Underwriting		126	30,454	-	
Beam Broadcasting-Warrant Income Realized/Unrealized (M1590)		-	(0)	-	None
Beam mtm (M1574)		-	(1)	-	None
Biquity Digital - Private Placement (Q2 02) (D013707)		-	749	-	NA P PLMT
SONICblue - equity private placement (2Q 02) (D021165)		-	160	-	NA P PLMT
Total Private Placement-Equity		-	908	-	
Total Equity		126	31,352	-	
AOL Time Warner Inc. - IG Bond. (M3404)		-	141	-	None
Pitney Bowes - IG offering (3Q 02) (D026114)		-	845	-	None
Scholastic Corp - IG offering (1Q 02) (D020146)		-	133	-	None
Viacom - IG offering (3Q 02) (D025876)		-	657	-	None
Walt Disney - \$450mm - IG Bond (D024828)		-	86	-	None
Walt Disney - IG Bond (M3182)		-	995	-	None
Total GM DCM JV		-	2,886	-	
AOL Time Warner - Strategic Lending Contract (M4545)		(17)	(106)	-	None
Comcast Cable Strategic Lending Contract (M2222)		-	(365)	-	None
Infinity Broadcasting - Strategic Lending Contract (M2221)		(56)	(738)	-	None
Total Principal Investing / PE Exceptions / Other		(73)	(1,199)	-	
Total Legacy Portfolios / Cross Selling / Other		(73)	1,657	-	
Total Corporate Finance Product		4,140	88,952	8,157	

**FRANCHISE PIPELINE BY DEAL**  
**AS OF 15-JAN-2003**  
**EUROS IN \$000'S**  
**NA MEDIA**

PRODUCT	DEAL	PROBABILITY	Franchise Value			Franchise Revenue Total	Probability Weighted Pipeline
			Jan	Feb	Mar		
Acme Communications - general advisory (D006356)		75	-	-	-	355	355
BusinessWire - general advisory (D005855)		25	-	-	-	4,256	4,256
Emmis Communications - acq of Fisher Communications (D027036)		25	-	-	-	3,310	3,310
Emmis Communications - general advisory (Project Football) / Football (D026447)		0	-	-	-	11,490	11,490
Vivendi Universal - disposal of US stakes (D026311)		0	-	-	-	9,457	9,457
Young Broadcasting - general advisory (Iron Station) (D026304)		0	-	-	-	2,837	2,837
<b>Total M&amp;A</b>						<b>365</b>	<b>31,350</b>
<b>Total Advisory</b>						<b>365</b>	<b>31,350</b>
Allbritton Communications - acq financing for Fisher Commun (D027037)		25	-	-	-	2,317	2,317
CarnivalVestan - acq. frag for Owest Dex (Phase II) / Phase 2 (D025662)		25	-	-	-	6,988	6,988
DirectTV USA - bridge financing (4Q '02) (D020076)		25	-	-	-	3,310	3,310
<b>Total RYCM</b>						<b>2,317</b>	<b>12,626</b>
CarlyleWelsh - acq frag for Owest Dex (Phase II) / Phase 2 (D025662)		25	-	-	-	5,674	5,674
Comcast - acq frag for AT&T Broadband (participant bank) (D020813)		50	-	-	-	1,702	(1,702)
DirectTV USA - bridge financing (4Q '02) (D020076)		50	-	-	-	17,779	(17,779)
Echostar - acq advisory and financing (GM - HE) (D014601)		50	32,722	-	-	(32,722)	32,722
RH Donnelley - acq financing for Sprint Yellow Pages (D025434)		100	5,201	-	-	(5,201)	5,201
Sinclair Broadcasting - bank financing (3Q '02) (D021882)		0	-	-	-	(2,837)	2,837
Vivendi Universal Entertainment - Refinancing (D025568)		75	37,923	-	1,000	(1,000)	1,000
<b>Total Leverage Loan Fee</b>						<b>26,983</b>	<b>75,916</b>
<b>Total Debt Products</b>						<b>31,310</b>	<b>72,543</b>
AOL Time Warner - convertible offering (3Q '02) (D024044)		0	-	-	-	9,457	9,457
Citadel Broadcasting - IPO (D024066)		0	-	-	-	2,837	2,837
MediaNation - Sponsoring Agreement (D027084)		75	-	-	-	61	61
Salem Communications - secondary offering (3Q '02) (D024428)		0	-	-	1,182	(1,182)	1,182
Vivendi Universal - disposal of US stakes (D025431)		25	9,457	-	-	(9,457)	9,457
<b>Total Equity Underwriting</b>						<b>61</b>	<b>(22,873)</b>
<b>Total Equity</b>						<b>61</b>	<b>(22,873)</b>
<b>Total Corporate Finance Product</b>						<b>47,380</b>	<b>44,787</b>
						<b>3,656</b>	<b>38,409</b>
						<b>(95,771)</b>	<b>(95,771)</b>
						<b>134,302</b>	<b>41,241</b>

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Franchise - Revenue & Pipeline by Mkt & Dir							
		EUROS IN 000's		NA Media			
Franchise	Banker	Amlng, Jeffrey	Aurora Communications - General advisory (D012858)	Product	Prob	Dec	Franchise Pipeline
				Diversification Advisory	N/A	YTD Dec	Franchise Value
Citadel Broadcasting - IPO (D023065)				Equity-PO	0%	-	2,837
Cumulus Media - secondary offering (Q2 Q2) (D022816)				Equity-Secondary	N/A	-	-
DirectTV USA - bridge financing (Q2 Q2) (D020378)				Bonds-Corporate High Yield	25%	-	3,310
DirectTV USA - bridge financing (Q2 Q2) (D020379)				Senior Bank Debt	50%	-	17,779
Echostar - General Advisory (Vwend) (D016541)				Other M&A Advisory	N/A	-	-
Echostar - HY offering (Hughes Electronics) (D0116727)				Bonds+Corporate High Yield	N/A	-	-
Echostar - acq advisory and financing (GM - HE) (D0144861)				Acquisition Advisory	N/A	(345)	-
Echostar - acq advisory and financing (GM - HE) (D0144861)				Bridge Loans	N/A	(145)	-
Eminis Communications - Block Trade (Q2 Q2) (D021859)				Block Trade	N/A	-	32,722
Eminis Communications - acq of Fisher Communications (D027038)				Acquisition Advisory	25%	-	-
Eminis Communications - general advisory (Project Football) / Football (D026447)				Acquisition Advisory	0%	-	-
Entelcom Communications - HY offering (1Q Q2) (D020688)				Acquisition Advisory	N/A	-	-
Entelcom Communications - secondary offering (1Q Q2) (D022611)				Bonds+Corporate High Yield	N/A	-	-
HughesPanAmSat - Project PanAmSat financing 10Q2 (D015959)				Equity-Secondary	N/A	-	-
HughesPanAmSat - Project PanAmSat financing 10Q2 / Pelican 1 (D015959)				Bonds+Corporate High Yield	N/A	-	-
MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000484)				Senior Bank Debt	N/A	-	-
MediaNation - Sponsoring Agreement (D027084)				Equity-PO	N/A	-	-
Radio One - HY offering (Q2 Q1) (D012201)				Equity-PO	N/A	-	-
Radio One - Secondary offering (Q2 Q2) (D021881)				Bonds+Corporate High Yield	N/A	-	-
Sinclair Broadcast Group - HY offering (4Q Q2) (D022611)				Equity-Secondary	N/A	-	-
Sinclair Broadcast Group - HY Offering (4Q Q1) (D016235)				Bonds+Corporate High Yield	N/A	-	-
Sinclair Broadcasting - bank financing (Q2 Q2) (D021892)				Senior Bank Debt	0%	-	-
Superadio - general advisory (D000577)				Diversification Advisory	N/A	-	-
Viacom - HY offering (3Q Q2) (D025876)				Bonds+Corp. Investment Grade	N/A	-	-
Vivendi Universal Entertainment - Refinancing (D025556)				Bridge Loans	N/A	-	-
Vivendi Universal Entertainment - Refinancing (D025556)				Bridge Loans	N/A	-	-
iBiquity Digital - Private Placement (Q2 Q2) (D013707)				Private Placement-Equity	N/A	-	-
Aurora Communications - general advisory (D012858)				Private Equity Advisory	N/A	-	-
CarmiWelsh - acq frag for Qwest Dex West(Phase II) / Phase 2 (D025862)				Bonds+Corporate High Yield	25%	-	-
CarmiWelsh - acq frag for Qwest Dex West(Phase II) / Phase 2 (D025862)				Senior Bank Debt	25%	-	-
CarmiWelsh - acq frag for Qwest Dex East(Phase I) / Phase I (D023503)				Bonds+Corporate High Yield	N/A	-	-
CarmiWelsh - acq frag for Qwest Dex East(Phase I) / Phase I (D023503)				Senior Bank Debt	N/A	-	-
Citadel Broadcasting - IPO (D023088)				Equity-PO	0%	-	-
Cumulus Media - secondary offering (Q2 Q2) (D022916)				Equity-Secondary	N/A	-	-
Eminis Communications - general advisory (Project Football) Football (D026447)				Equity-Secondary	N/A	-	-
CarmiWelsh - acq frag for Qwest Dex West(Phase II) / Phase 2 (D025862)				Acquisition Advisory	N/A	-	-
CarmiWelsh - acq frag for Qwest Dex West(Phase II) / Phase 2 (D025862)				Bonds+Corporate High Yield	N/A	-	-
Entelcom Communications - secondary offering (1Q Q2) (D021268)				Equity-Secondary	N/A	-	-
Mediaphase - IPO financing (D0116308)				Equity-PO	N/A	-	-
MediaNation - Sponsoring Agreement (D027084)				Equity-PO	N/A	-	-
Eminis Communications - general advisory (Project Football) Football (D026447)				Equity-PO	N/A	-	-
NextMedia Group - HY offering (2Q Q1) (D013233)				Equity-PO	N/A	-	-
RH Donnelley - acq financing for Sprint Yellow Pages (D028434)				Bonds+Corporate High Yield	N/A	-	-
RH Donnelley - acq financing for Sprint Yellow Pages (D028434)				Senior Bank Debt	100%	-	-
Radio One - Secondary Offering (Q2 Q2) (D021881)				Equity-Secondary	N/A	-	-
Sinclair Broadcasting - HY offering (1Q Q1) (D016236)				Bonds+Corporate High Yield	N/A	-	-
Sinclair Broadcasting - HY offering (1Q Q2) (D021370)				Senior Bank Debt	0%	-	-
Sinclair Broadcasting - bank financing (3Q Q2) (D021892)				Divestiture Advisory	N/A	-	-
Viacom - IG offering (3Q Q2) (D025876)				Bonds+Corp. Investment Grade	N/A	-	-
Addelphia Communications - HY Offering (2Q Q1) (D013200)				Bonds+Corporate High Yield	N/A	-	-
Altition Communications - General Advisory (News Ch 8) (D020666)				Farmers/Citizen	N/A	-	-
Altition Communications - HY (4Q Q2) (D020406)				Bonds+Corporate High Yield	N/A	-	-
Altition Communications - acq financing for Fisher Commun (D027037)				Bonds+Corporate High Yield	N/A	-	-
Graves, Daniel B.				Bonds+Corporate High Yield	N/A	-	-

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FRANCHISE REVENUE & PIPELINE BY MD& DIR  
2003-01-15 (Wed)  
EUROS IN DOLLARS  
NA Media

BANKER	DEAL	PRODUCT	2003 FRANCHISE PIPELINE		FRANCHISE FUTURE PIPELINE	
			YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	DEC FRANCHISE VALUE	PROB
McRae, J. L. Malcolm	AOL Time Warner - convertible offering (3Q '02) (D024044)	Bonds-Convertible Bonds	-	-	-	-
	Hughes/PanAmSat - Project Pelican/Infinium financing 1Q02 / Pelican 1 (D015595)	Bonds-Corporate High Yield	1,621	-	-	-
	Gray Television - HY offering (A0 02) (D022857)	Bonds-Corporate High Yield	431	-	-	-
	Gray Television - bank/equity financing (A0 02) (D022857)	Equity-Secondary	5,287	-	-	-
	Landmark Communications - general advisory/retainer 2001-02 (D014724)	Senior Bank Debt	1,297	-	-	-
	Salem Communications - HY Offering (A0 02) (D027241)	Other M&A Advisory	203	-	-	-
	Salem Communications - secondary offering (3Q '02) (D024428)	Bonds-Corporate High Yield	106	106	-	-
	Tribune Co - general advisory (radio assets) (D022234)	Equity-Secondary	0%	-	-	-
	XM Satellite Radio - secondary offering (2Q '02) (D022418)	Diversiture Advisory	1,086	-	-	-
		Equity-Secondary	761	-	-	-
		Diversiture Advisory	9,457	-	-	-
Paul, Gregory R.	AMC Entertainment - acc financing for General Cinema (D013398)	0%	-	-	-	-
	Acme Communications - general advisory (D008256)	Bonds-Corporate High Yield	5,480	-	-	-
	Acme Communications - general advisory (D008256)	Senior Bank Debt	5,980	-	-	-
	Galaxy Latin America - HY bond offering (2001) (D010196)	Diversiture Advisory	960	-	-	-
	Karsotis Theaters - Bank Financing (3Q '02) (D021256)	Fairness Opinion	533	-	-	-
	LIN Television - IPO (D020127)	Other M&A Advisory	1,578	-	-	-
	News Chateau Entertainment - exit financing (1Q '02) (D016576)	Diversiture Advisory	89	-	-	-
	Young Broadcasting - HY Offering (A0 01) (D014981)	Bonds-Corporate High Yield	452	-	-	-
	Young Broadcasting - general advisory (Kron Stallion) (D002304)	Senior Bank Debt	75%	-	-	-
	Karsotis Theaters - Bank Financing (3Q '02) (D021256)	Diversiture Advisory	591	-	-	-
	Lewis Cinplex Entertainment - exit financing (Q3 '02) (D016576)	Senior Bank Debt	1,506	-	-	-
	Young Broadcasting - HY Offering (A0 01) (D014981)	Diversiture Advisory	639	-	-	-
	Young Broadcasting - general advisory (Kron Stallion) (D002304)	Senior Bank Debt	10,033	-	-	-
	Karsotis Theaters - Bank Financing (3Q '02) (D021256)	Equity-IPO	1,930	-	-	-
	Lewis Cinplex Entertainment - exit financing (Q3 '02) (D016576)	Senior Bank Debt	527	-	-	-
	Young Broadcasting - HY Offering (A0 01) (D014981)	Diversiture Advisory	2,837	-	-	-
Silver, Ellen L.	Young Broadcasting - HY Offering (A0 01) (D014981)	Senior Bank Debt	859	-	-	-
	Young Broadcasting - general advisory (Project Twist & Shoot) (D010328)	Senior Bank Debt	1,930	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shoot) (D010328)	Bonds-Corporate High Yield	527	-	-	-
	AT&T BusinessWire - general advisory (D005855)	Diversiture Advisory	3,670	-	-	-
	Comcast - acc frac for AT&T Broadband (participant bank) (D020813)	Diversiture Advisory	4,256	-	-	-
	Digital River - block trade (4Q '01) (D016304)	Senior Bank Debt	1,702	-	-	-
	Liberty Media - Acc opportunities in Europe (D016282)	Equity-Secondary	-	-	-	-
	TMW Worldwide - Project University / University (D013407)	Acquisition Advisory	-	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	8.5	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Diversiture Advisory	244	-	-	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	3,408	-	-	-
		Bonds-Corp. Investment Grade	96	-	-	-
		Diversiture Advisory	3,670	-	-	-
Yung, Sun J.	AT&T Broadband - general advisory (Project Twist & Shoot) (D010328)	Senior Bank Debt	50%	-	-	-
	Comcast - acc frac for AT&T Broadband (participant bank) (D020813)	Equity-Convertible Bonds	N/A	-	-	-
	Icon Office Solutions - convertible offering (2Q '02) (D020857)	Bonds-Corp. Investment Grade	5,025	-	-	-
	Prather Bowes - IG offering (3Q '02) (D02614)	Private Placement-Equity	845	-	-	-
	Sonicibus - equity private placement (2Q '02) (D021165)	Private Placement-Equity	160	-	-	-
	Scientific Atlanta - acquisition of Bartonec-Project Baseball / Baseball (D013401)	Acquisition Advisory	1,524	-	-	-

FRANCHISE & REVENUE & PIPELINE SUMMARY  
AS OF 15-JAN-2003  
EUROS IN 000's  
EUROPE MEDIA (1)

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Weighted Pipeline	Future Year Pipeline Probability Weighted(2)	
								2002 Full Year Plan	B/W 2002 Full Year Plan
M&A	410	8,595	18,347	(9,793)	-	59,171	8,547	17,102	28,920 (20,385)
Other Advisory	410	3,665	18,347	(9,793)	-	59,171	8,547	17,102	28,920 (20,386)
Total Advisory	-	-	-	-	-	-	-	-	-
ABX Origination	-	-	-	-	-	-	-	-	-
HFCM	-	-	-	-	-	-	-	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-
Total Debt Products	-	-	-	-	-	-	-	-	-
Equity Underwriting	-	-	-	-	-	-	-	-	-
Private Placement-Equity	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-
Total Equity	-	-	-	-	-	-	-	-	-
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-
GM CCM JV	-	-	-	-	-	-	-	-	-
Legacy P/F / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	-	-	-	-	-	-	-	-	-
Total Corporate Finance Product	411	61,371	69,761	(19,331)	-	112,690	23,272	74,643	82,630 (31,256)

Notes:  
 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals  
 2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL  
AS OF: 15-JAN-2003  
EUROS IN 000's  
EUROPE MEDIA

PRODUCT	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
<b>DEAL</b>				
Bertelsmann - Project Rock / Rock. (D014619)	-	2,010	-	None
Fininvest - (Focus) / Focus (ex-Sirimfast) (D015069)	250	500	-	ITALY
Gazprom - Sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Russ & Turk.
Impresa/Cofina - post merger of Impresa w/ Investec (Ice Cube) / Ice cube (D015714)	(12)	77	-	Other, EUR, PORTUGAL
JCDdeaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	-	30	-	EUR TECH, FRANCE
Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014382)	-	750	-	EUR TECH
StoryFirst - merger of Russian assets (D025060)	-	352	-	None
Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	172	172	-	EUR SPON, UK
TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993371)	-	110	-	IBERIA
<b>Total M&amp;A</b>	410	8,555	-	
<b>Total Advisory</b>	410	8,555	-	
ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	1,929	-	EUR SPON
<b>Total HYCM</b>	-	7,262	-	
Johnston Press - €680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON, UK
ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON, NA MEDIA
Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	-	292	-	EUR SPON
<b>Total Leverage Loan Fees</b>	-	6,261	-	
<b>Total Debt Products</b>	-	12,523	-	
JCDeaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
Publicis Groupe SA - convertible bond Q1 2002(King) King * (D016091)	-	3,747	-	FRANCE
Vivendi Universal - mandatory convertible bond (D026623)	1	22,335	-	FRANCE
<b>Total Equity Underwriting</b>	1	26,103	-	
<b>Total Equity</b>	1	26,103	-	
Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
<b>Total Principal Investing / PE Exceptions / Other</b>	-	4,191	-	
<b>Total Legacy Portfolios / Cross Selling / Other</b>	-	4,191	-	
<b>Total Corporate Finance Product</b>	411	51,371	-	

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FRANCHISE PIPELINE BY DEAL  
AS OF 15-JAN-2003  
EUROS IN 000's  
EUROPE MEDIA

PRODUCT	DEAL	Franchise Value						Franchise Revenue Total	Probability Weighted Pipeline
		Jan	Feb	Mar	Apr	Balance Of Year 2003	Future Years		
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	100	1,135	-	-	5,000	-	(1,135)	1,135	1,135
BC Partners - acqn of BerleismannSpringer (Chess) / Chess ** (D024783)	0	-	2,000	-	-	(6,000)	5,000	-	-
Boosey & Hawkes - divestiture advisory/direction & Refinancing / Bronze (D015359)	25	-	-	-	-	(2,000)	2,000	500	-
Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	3,000	-	8,000	-	6,000	-
Digiturk - sell-side advisory (D025150)	25	-	-	100	-	-	(3,000)	3,000	750
Digiturk - sell-side advisory (D025150)	75	-	250	-	-	-	(100)	100	100
Fininvest - (Focus) / Focus (ex-Slimfast) (D010089)	25	-	-	-	-	4,500	-	(250)	188
JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	0	-	-	-	5,000	4,729	-	4,500	1,125
Pearson plc - strategic advisory re Interactive Data Corp (D026865)	0	-	-	5,000	-	-	(5,000)	5,000	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	4,000	-	4,000	1,250
Reuters - strategic advisory re 53% stake in Tisco (D026102)	0	-	-	-	-	4,000	-	4,000	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	25	-	-	-	-	9,457	-	9,457	1,000
Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	-	(10,000)	10,000	-
Vivendi- Canal Plus French assets (ex-Technologies) / Canaltel (D025296)	25	-	-	10,000	10,000	-	(25,485)	59,171	8,347
<b>Total M&amp;A</b>	<b>1,135</b>	<b>2,250</b>	<b>18,100</b>	<b>5,000</b>	<b>32,886</b>	<b>(26,485)</b>	<b>(26,485)</b>	<b>59,171</b>	<b>8,347</b>
<b>Total Advisory</b>	<b>1,135</b>	<b>2,250</b>	<b>18,100</b>	<b>5,000</b>	<b>32,886</b>	<b>(26,485)</b>	<b>(26,485)</b>	<b>59,171</b>	<b>8,347</b>
<b>Total HYCM</b>	<b>50</b>	<b>-</b>	<b>3,888</b>	<b>-</b>	<b>-</b>	<b>(3,686)</b>	<b>3,688</b>	<b>3,688</b>	<b>1,844</b>
<b>Total Leverage Loan Fees</b>	<b>50</b>	<b>-</b>	<b>3,688</b>	<b>-</b>	<b>-</b>	<b>(3,688)</b>	<b>3,688</b>	<b>3,688</b>	<b>1,844</b>
<b>Total Debt Products</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(8,471)</b>	<b>8,471</b>	<b>8,471</b>	<b>4,486</b>
Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	15,000	-	(2,500)	15,000	-
BSkyB - GBP 200 million convertible bond (D020296)	75	-	-	2,500	-	8,000	-	2,500	1,875
SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75	-	-	-	-	10,000	-	8,000	8,000
Texas Pacific Group - IPO (Hunter) / Hunter ** (D022792)	0	-	-	-	-	(9,457)	-	10,000	-
Vivendi Universal - disposal of US stakes (D025431)	25	9,457	-	2,500	-	33,000	(11,987)	9,457	2,364
<b>Total Equity Underwriting</b>	<b>9,457</b>	<b>-</b>	<b>2,500</b>	<b>-</b>	<b>-</b>	<b>(11,987)</b>	<b>44,937</b>	<b>44,937</b>	<b>10,239</b>
<b>Total Equity</b>	<b>9,457</b>	<b>-</b>	<b>2,500</b>	<b>-</b>	<b>-</b>	<b>(11,987)</b>	<b>44,937</b>	<b>44,937</b>	<b>10,239</b>
<b>Total Corporate Finance Product</b>	<b>10,592</b>	<b>9,721</b>	<b>21,600</b>	<b>5,000</b>	<b>65,686</b>	<b>(46,933)</b>	<b>112,599</b>	<b>23,272</b>	

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DB 000614

## FRANCHISE - REVENUE &amp; PIPELINE BY MD &amp; DIR

2007-01-15 (Wed)

EUROS IN 000'S

Europe Media

DEAL	BANKER	PRODUCT	PROB	2003		FRANCHISE FUTURE PIPELINE	
				DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	JAN FRANCHISE VALUE	FRANCHISE PIPELINE
BC Partners - acqn of Bertelsmann/Springer (Chess) / Chess + (D024783)	Austin, Geoffrey	Acquisition Advisory	0%	-	-	-	-
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)		Acquisition Advisory	10%	-	-	-	1,136
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)		Bonds-Corporate High Yield	50%	-	-	-	3,986
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)		Senior Bank Debt	50%	-	-	-	3,783
Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra + (D013842)		Valuation	N/A	2,367	-	-	-
Johnston Press - Acqn advisory for RIM / Pacific. (D014213)		Acquisition Advisory	N/A	2,168	-	-	-
Johnston Press - rights issues for acqn of RIM (D022644)		Equity-Rights	N/A	1,849	-	-	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs. (D012872)		Senior Bank Debt	N/A	1,980	-	-	-
Taylor & Francis - acqn of Kluwer Academic Publishing (Kafra) / Kafra (D022841)		Acquisition Advisory	25%	-	-	-	4,000
Vivendi Universal - disposal of US stakes (D025431)		Block Trade	25%	-	-	-	-
Vivendi Universal - disposal of US stakes (D025431)		Divestiture Advisory	0%	-	-	-	9,457
Vivendi Canal Plus French assets M&AE/CW (ex Technologies) / Canabili (D025296)		Divestiture Advisory	25%	-	-	-	9,457
Yel - US\$40mm financing for acqn of Midoco Publishing (D024066)		Bonds-Corporate High Yield	N/A	1,929	-	-	-
Yel - US\$40mm financing for acqn of Midoco Publishing (D024065)		Senior Bank Debt	N/A	292	-	-	-
Axel Springer/Kirch - Secondary Offering - Project Antennette / Amabel (D022480)	Lovegrove, Stephen	Equity Secondary	0%	-	-	-	15,000
BC Partners - acqn of Bertelsmann/Springer (Chess) / Chess + (D024783)		Acquisition Advisory	0%	-	-	-	5,000
BSkyB - GBP 200 million convertible bond (D020296)		Equity-Convertible Bonds	75%	-	-	-	2,600
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)		Acquisition Advisory	100%	-	-	-	1,135
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)		Bonds-Corporate High Yield	50%	-	-	-	3,888
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)		Senior Bank Debt	50%	-	-	-	3,793
Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023940)		Acquisition Advisory	N/A	2,010	-	-	-
Boozs & Hawkes - divestiture advisory / defense & refinancing / Bronze (D015359)		Divestiture Advisory	25%	-	-	-	2,000
Deutsche Telekom - Sale options for 16% stake in SES (D011449)		Divestiture Advisory	0%	-	-	-	0,000
Digiturk - small-side advisory (D025150)		Divestiture Advisory	100%	-	-	-	100
Digiturk - small-side advisory (D025150)		Merger Advisory	25%	-	-	-	3,000
Impresa/Cofim - pot merger of Impresa w/ Investec (Ice Cube) / Ice cube (D015714)		Equity-IPO	N/A	77	-	-	-
JCDdecaux - acquisition advisory - Project Dedeaux / Dedeauxs. (D022235)		Acquisition Advisory	25%	-	-	-	4,500
JCDdecaux - acquisition advisory - Project Dedeaux / Dedeauxs. (D022235)		Acquisition Advisory	N/A	(12)	-	-	-
Pearson plc - strategic advisory re Interactive Data Corp (D025085)		Acquisition Advisory	C/P	30	-	-	4,729
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		Defense Advisory	25%	-	-	-	5,000
Reuters - strategic advisory re 53% stake in Tidco (D026082)		Divestiture Advisory	C/P	-	-	-	4,000
SES Global - €700.1bn IPO - Project Gerard 2 / Gerard 2 (D013335)		Equity-IPO	75%	-	-	-	8,000
TF1 - EUR 350mn refinancing - July 2002 (D02100)		Senior Bank Debt	N/A	151	-	-	-
TPL - Project Zamora (Latin American Acquisitions) / Zamora. (D093871)		Acquisition Advisory	N/A	110	-	-	-
Taylor & Francis - pot acqn of Blackwell STM publishing subs. (D012872)		Acquisition Advisory	25%	-	-	-	4,000
Vivendi Universal - disposal of US stakes (D025431)		Block Trade	25%	-	-	-	9,457
Vivendi Universal - disposal of US stakes (D025431)		Divestiture Advisory	0%	-	-	-	9,457
Vivendi- Canal Plus French assets M&AE/CW (ex. Technologies) / Canabili (D025296)		Divestiture Advisory	25%	-	-	-	10,000
Impresa/Cofim - pot merger of Impresa w/ Investec (Ice Cube) / Ice cube (D015714)	Lovell, Nicholas	Merger Advisory	N/A	(12)	-	-	-
Pearson plc - strategic advisory re Interactive Data Corp (D025085)		Acquisition Advisory	C/P	77	-	-	4,729
Publicis Groupe SA - convertible bond Q1 2002/King + King + (D016081)		Equity-Convertible Bonds	N/A	-	-	-	-
Vivendi Universal - disposal of US stakes (D025431)		Block Trade	25%	-	-	-	-
Vivendi Universal - disposal of US stakes (D025431)		Divestiture Advisory	0%	-	-	-	-
Vivendi- Canal Plus French assets M&AE/CW (ex. Technologies) / Canabili (D025296)		Divestiture Advisory	25%	-	-	-	-
Bertelsmann - Project Rock / Rock. (D014619)	MacInnes, Bruce	Acquisition Advisory	N/A	-	-	-	-
Digiturk - self-side advisory (D025150)		Divestiture Advisory	100%	-	-	-	100
Digiturk - self-side advisory (D025150)		Fairness Opinion	25%	-	-	-	3,000
Flinnvest - (Focus) / Focus (ex-Summa) (D016088)		Fairness Opinion	75%	-	-	-	250
Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra + (D013840)		Fairness Opinion	N/A	500	-	-	-
ProSieben - H+ and debt refinancing (D022609)		Valuation	N/A	250	-	-	-
ProSieben - merger advisory with Kirch Media (pit Concordia) / Concord (D014682)		Bonds-Corporate High Yield	N/A	5,333	-	-	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		Senior Bank Debt	N/A	1,712	-	-	-
ProSieben - merger advisory with Kirch Media (pit Concordia) / Concord (D014682)		Merger Advisory	N/A	750	-	-	-
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)		Defense Advisory	N/A	5,000	-	-	-

FRANCHISE REVENUE & PIPELINE BY M&D & DIR  
2003-01-15 (West)  
EUROS in 000's  
Europe Media.

BANKER	DEAL	PRODUCT	PROB	2003		FRANCHISE PIPELINE
				DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE	
Thurn-Hohenstein, Christian	Berlemann - Project Rock / Rock. (D014819)	StoryFirst - valuation of Russian assets (D025060)	N/A 0%	-	-	-
	Berlemann - USD 1,450 m syndicated loan facility - Jard2 (D023640)	Texas Pacific Group - IPO (Hunter) / Hunter * (D022782)	N/A 0%	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Acquisition Advisory	N/A 0%	2,010	-	-
	Fairwest (Focus) / Focus (ex-Slimfast) (D018069)	Short-Term Finance	N/A 0%	4,181	-	-
	Taylor & Francis - pot acq of Blackwell STM publishing subcs (D012872)	Divestiture Advisory	N/A 0%	-	-	-
	Vivendi Universal - mandatory convertible bond (D028623)	Fairness Opinion	N/A 75%	-	-	6,000
	Vivendi Universal Entertainment - Refinancing (D028558)	Acquisition Advisory	N/A 25%	250	500	250
	Vivendi Universal Entertainment - Refinancing (D025558)	Equity-Convertible Bonds	N/A 75%	-	-	4,000
		Bridge Loans	N/A 75%	-	22,335	-
		Bridge Loans	N/A 75%	-	-	1,000
		Bridge Loans	N/A 75%	-	-	1,125



FRANCHISE - REVENUE BY DEAL  
 AS OF 15-JAN-2003  
 EUROS IN 000'S  
 ASIA/AFRIC/MEDIA

PRODUCT	DEAL			Other Coverage Groups
		Franchise Revenue Dec	Franchise Revenue YTD(Dec)	
	Unallocated Event (***)	(0)	(1)	None
Total Principal Investing / PE Exceptions / Other		(0)	(1)	-
Total Legacy Portfolios / Cross Selling / Other		(0)	(1)	-
Total Corporate Finance Product		(0)	(1)	-

